

WHAT IS CLAIMED IS:

- 1 1. A system for managing a real estate purchase transaction, comprising:
2 control logic configured to receive information from a buyer;
3 control logic configured to create a contract using the received information;
4 control logic configured to generate one or more milestones associated with
5 the contract; and
6 control logic configured to monitor the one or more milestones associated with
7 the contract to ensure their completion during the real estate purchase transaction.
- 1 2. The system of claim 1 wherein the one or more milestones associated
2 with the contract include closing escrow.
- 1 3. The system of claim 1 wherein the information received from the
2 buyer includes financial information.
- 1 4. The system of claim 1 wherein the information received from the
2 buyer includes options information.
- 1 5. The system of claim 1 wherein the information received from the
2 buyer includes information on contingent property.
- 1 6. The system of claim 1 further comprising:
2 control logic configured to allow a seller to make a counter offer to the
3 contract.
- 1 7. The system of claim 1 wherein the control logic configured to monitor
2 the one or more milestones associated with the contract further includes:
3 control logic configured to inform corresponding parties responsible for
4 completion of the one or more milestones associated with the contract.
- 1 8. The system of claim 1 further comprising:
2 control logic configured to manage information from a prospect;
3 control logic configured to generate one or more milestones associated with
4 the prospect; and
5 control logic configured to monitor the one or more milestones associated with
6 the prospect to ensure their completion.

1 9. The system of claim 8 wherein the one or more milestones associated
2 with the prospect include following up with the prospect.

1 10. The system of claim 8 wherein the control logic configured to monitor
2 the one or more milestones associated with the prospect further includes:
3 control logic configured to inform corresponding parties responsible for
4 completion of the one or more milestones associated with the prospect.

1 11. The system of claim 1 further comprising:
2 control logic configured to manage information relating to a warranty issue
3 arising out of the contract;
4 control logic configured to generate one or more milestones associated with
5 the warranty issue; and
6 control logic configured to monitor the one or more milestones associated with
7 the warranty issue to ensure their completion.

1 12. The system of claim 11 further comprising:
2 control logic configured to manage information relating to a vendor; and
3 control logic configured to make the information relating to the vendor
4 available in order to help resolve the warranty issue.

1 13. The system of claim 12 wherein the information relating to the vendor
2 includes vendor rating.

1 14. The system of claim 12 wherein the vendor is responsible for
2 providing a warranty in connection with the warranty issue.

1 15. The system of claim 11 wherein the control logic configured to
2 monitor the one or more milestones associated with the warranty issue further includes:
3 control logic configured to inform corresponding parties responsible for
4 completion of the one or more milestones associated with the warranty issue.

1 16. The system of claim 1 wherein the system is implemented using
2 computer software.

1 17. A system for managing real estate purchase transactions, comprising:

2 control logic configured to receive information from a plurality of buyers;
3 control logic configured to create a plurality of contracts using the received
4 information;
5 control logic configured to generate one or more milestones for each of the
6 plurality of contracts; and
7 control logic configured to monitor the one or more milestones for each of the
8 plurality of contracts to ensure their completion.

1 18. The system of claim 17 wherein the one or more milestones for at least
2 one of the plurality of contracts include closing escrow.

1 19. The system of claim 17 wherein the information received from at least
2 one of the plurality of buyers includes financial information.

1 20. The system of claim 17 wherein the information received from at least
2 one of the plurality of buyers includes options information.

1 21. The system of claim 17 wherein the information received from at least
2 one of the plurality of buyers includes information on contingent property.

1 22. The system of claim 17 further comprising:
2 control logic configured to allow a seller to make a counter offer to at least
3 one of the plurality of contracts.

1 23. The system of claim 17 wherein the control logic configured to
2 monitor the one or more milestones for each of the plurality of contracts further includes:
3 control logic configured to inform corresponding parties responsible for
4 completion of the one or more milestones for each of the plurality of contracts.

1 24. The system of claim 17 further comprising:
2 control logic configured to manage information from a plurality of prospects;
3 control logic configured to generate one or more milestones for each of the
4 plurality of prospects; and
5 control logic configured to monitor the one or more milestones for each of the
6 plurality of prospects to ensure their completion.

1 25. The system of claim 24 wherein the one or more milestones for each of
2 the plurality of prospects include following up with the plurality of prospects.

1 26. The system of claim 24 wherein the control logic configured to
2 monitor the one or more milestones for each of the plurality of prospects further includes:
3 control logic configured to inform corresponding parties responsible for
4 completion of the one or more milestones for each of the plurality of prospects.

1 27. The system of claim 17 further comprising:
2 control logic configured to manage information relating to one or more
3 warranty issues arising out of one or more of the plurality of contracts;
4 control logic configured to generate one or more milestones for each of the
5 one or more warranty issues; and
6 control logic configured to monitor the one or more milestones for each of the
7 one or more warranty issues to ensure their completion.

1 28. The system of claim 27 further comprising:
2 control logic configured to manage information relating to one or more
3 vendors; and
4 control logic configured to make the information relating to the one or more
5 vendors available in order to help resolve the one or more warranty issues.

1 29. The system of claim 28 wherein the information relating to the one or
2 more vendors includes vendor rating.

1 30. The system of claim 28 wherein at least one of the one or more
2 vendors is responsible for providing a warranty in connection with the one or more warranty
3 issues.

1 31. The system of claim 27 wherein the control logic configured to
2 monitor the one or more milestones for each of the one or more warranty issues further
3 includes:
4 control logic configured to inform corresponding parties responsible for
5 completion of the one or more milestones for each of the one or more warranty issues.

1 32. The system of claim 17 wherein the system is implemented using
2 computer software.

1 33. The system of claim 17 further comprising:
2 control logic configured to manage information relating to a plurality of
3 developments.

1 34. The system of claim 33 wherein the information relating to the
2 plurality of developments includes a list of options.

1 35. The system of claim 33 wherein the information relating to the
2 plurality of developments includes a list of option types.

1 36. The system of claim 33 wherein the information relating to the
2 plurality of developments includes information relating to one or more agents assigned to
3 handle each of the plurality of developments.

1 37. The system of claim 17, wherein the plurality of contracts are
2 respectively managed by a plurality of agents, further comprising:
3 control logic configured to display information relating to a first agent from
4 the plurality of agents.

1 38. The system of claim 37 wherein the displayed information includes
2 contracts being managed by the first agent.

1 39. The system of claim 37 wherein the displayed information includes the
2 one or more milestones for each of the contracts being managed by the first agent.

1 40. The system of claim 17 further comprising:
2 control logic configured to assign an agent to one or more developments.

1 41. The system of claim 17 further comprising:
2 control logic configured to assign a sales manager to one or more agents.